

# Weekly Division Summary

SR

## Sales Representative Weekly Summary

January

Name	HC	January 3				January 10				January 17				January 24				January 31			
		Calls	CPD	Ctns	CSC	Calls	CPD	Ctns	CSC	Calls	CPD	Ctns	CSC	Calls	CPD	Ctns	CSC	Calls	CPD	Ctns	CSC
1221	4	69	3.9	3816	55	111	6.3	5559	50	114	6.5	5439	48	110	6.3	3256	30				
1222	7	204	6.6	5586	27	302	9.8	8743	29	280	9.1	8045	29	183	6.0	4745	26				
1223	9	153	3.9	6300	41	356	9.0	12391	35	345	8.7	14324	42	180	4.6	6217	35				
1224	6	107	4.3	4244	40	214	8.1	10506	49	248	9.4	7734	31	205	7.8	7910	39				
1225	7	105	3.4	3849	37	230	7.5	6547	28	274	8.9	6779	25	204	6.6	5562	27				
1226	4	79	4.5	2462	31	141	8.0	4700	63	143	8.2	3790	27	107	6.1	4068	38				
1229	6	158	6.0	5284	33	289	11.0	12317	43	379	14.4	9096	24	303	11.5	8545	28				
Region	43	875	4.6	31541	36	1643	6.7	60763	37	1783	9.5	55207	33	1292	6.9	40303	31				

TR

## Territory Representative Weekly Summary

January

Name	HC	January 3				January 10				January 17				January 24				January 31			
		Calls	CPD	Ctns	CSC	Calls	CPD	Ctns	CSC	Calls	CPD	Ctns	CSC	Calls	CPD	Ctns	CSC	Calls	CPD	Ctns	CSC
1221	5	80	3.6	735	9	169	7.7	2086	12	228	10.4	2521	11	151	6.9	2302	15				
1222	2					90	10.3	708	8	94	10.7	501	5	53	6.0	251	5				
1224	4	98	5.6	420	4	216	12.3	704	3	214	12.2	976	5	148	8.4	910	5				
1225	3	44	3.3	291	7	111	8.4	851	8	137	10.4	1073	8	141	10.7	1350	10				
1226	5	113	5.2	1176	0	198	9.0	2432	12	207	9.4	2895	14	122	5.6	1700	14				
1229	6	115	4.4	1262	11	264	10.0	3684	14	275	10.5	2470	9	230	8.7	1949	8				
Region	25	450	4.1	3884	9	1048	9.6	10465	10	1155	10.5	10436	9	845	7.7	8362	10				

RR

## Retail Representative Weekly Summary

January

Name	HC	January 3				January 10				January 17				January 24				January 31			
		Calls	CPD	Ctns	CSC	Calls	CPD	Ctns	CSC	Calls	CPD	Ctns	CSC	Calls	CPD	Ctns	CSC	Calls	CPD	Ctns	CSC
1222	10	190	4.3	244	1	236	5.4	529	2	222	5.1	547	2	206	4.7	468	2				
1223	11	169	3.5	245	1	412	8.5	1759	14	294	6.1	1470	15	249	5.2	1318	5				
1226	10	300	6.8	2737	9	300	6.8	2531	8	279	6.4	1215	11	170	3.9	947	6				
1229	11	304	6.3	949	3	319	6.6	939	3	363	7.5	1728	5	261	5.4	335	1				
Region	42	963	5.2	4175	4	1267	6.9	5758	5	1158	6.3	4960	4	886	4.8	3068	3				

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# Data Entry Form for Weekly Activity Summary

1997		January 3				January 10				January 17				January 24				January 31			
Name	Terr	Calls	CPD	Ctns	CSC	Calls	CPD	Ctns	CSC	Calls	CPD	Ctns	CSC	Calls	CPD	Ctns	CSC	Calls	CPD	Ctns	CSC
Valderrama	122103																				
Perez *	122108					31	5.2	446	7.1	41	5.2	469	7.1	28	5.6	412	7.1				
Meeker *	122106	29	5.8	204	7.0	21	4.2	245	7.2	45	9.0	487	11.1	31	6.2	388	11.3				
Dogali	122101	17	3.4	1075	8.0	31	6.2	1247	14.0	33	6.6	1254	13.8	33	6.6	857	26				
Martinez *	122105	3	3.6	56	1.9	29	5.8	252	1.9	35	5.0	141	1.4	14	2.8	236	1.7				
Dabaghian	122102	21	4.2	1076	15.1	49	9.8	2502	15.1	46	9.2	2816	16.1	43	8.6	1506	13.5				
Cleerdin	122104	31	5.2	1382	14.5	31	6.2	1810	15.8	35	7.0	1369	13.9	34	6.8	893	26				
Yale *	122109	15	3.0	187	1.2	38	7.6	583	1.5	54	10.8	729	14.3	40	8.0	344	9				
Reilly *	122107	33	6.6	268	1.8	50	10.0	560	11.1	53	10.6	695	13.3	38	7.6	922	12.4				
Haynes	122208	18	2.6	766	14.3	44	8.8	1368	13.1	21	4.2	795	13.1	12	2.4	1001	10.2				
Wendelken *	122202					41	8.2	423	10	47	8.4	298	16	28	5.6	116	4				
King	122209	23	4.6	660	12.9	24	4.8	795	13.3	48	9.6	1019	14.5	29	5.8	856	10				
O'Neil	122206	19	3.9	292	1.5	42	3.4	603	1.5	37	7.4	806	12.2	29	5.8	598	12.1				
Shlimoun	122204	36	7.2	630	1.8	45	9.0	708	16.7	50	10.0	1508	13.1	29	5.8	402	14				
Defeo	122205	39	7.8	1030	1.2	47	9.4	997	12.1	43	8.6	934	12.3	25	5.0	140	1.6				
Cosgrove *	122207					49	9.8	285	1.6	47	9.4	1003	14	25	5.0	135	1.5				
Santaniello	122203	42	8.4	1570	13.7	50	10.0	2408	14.9	32	6.4	864	12.5	29	5.8	783	12.7				
Frosina	122201	27	4.4	908	12.4	50	10.0	1821	13.6	49	9.8	919	11.9	30	6.0	742	12.5				
Kantharia	122227	29	5.8	49	1.2	34	6.8	27	1.1	31	6.2	35	1.1	29	5.8		1.5				
Torres	122220	15	3.0	80	1.5	35	7.0	261	1.7	31	6.2	97	1.3	21	4.2	155	1.7				
McGowan	122226	28	5.6	33	1.0					30	6.0	146	1.5	16	3.2	104	1.7				
Rodriguez	122228	24	4.8	82	1.3	31	6.2	20	1.3					23	4.6		1.5				
Hayes	122225	26	5.2			37	7.4	127	1.3	36	7.2	114	1.3	19	3.8	14	1.1				
DeSapio	122224	29	5.8			39	7.8	79	1.2	26	5.2			19	3.8	7	1.1				
Kurtz	122223									38	7.6	133	1.3	33	6.6	110	1.3				
Reidy	122222	9	1.8			24	4.8	20	1.1	17	3.4	22	1.3	24	4.8	12	1.1				
Lopez	122229	30	6.0			36	7.2			13	2.6			22	4.4						
Piotrowski	122221																				

# Data Entry Form for Weekly Activity Summary

1997		January 3				January 10				January 17				January 24				January 31			
Name	Terr	Calls	CPD	Ctns	CSC	Calls	CPD	Ctns	CSC	Calls	CPD	Ctns	CSC	Calls	CPD	Ctns	CSC	Calls	CPD	Ctns	CSC
Sorrentino	122302	17	3.4	1079	63	44	8.8	1824	41	44	8.8	2135	49	18	3.6	1143	64				
O'Hare	122305	18	3.6	381	21	51	10.2	429	32	41	8.2	443	11	28	5.6	422	15				
McCarthy	122307	16	3.2	500	37	46	9.2	1085	37	44	8.8	1892	43	26	5.2	405	16				
Segelke	122303					34	6.8	1200	37	40	8.0	1293	32	14	2.8	316	23				
Romano	122322					38	7.6	1221	35	16	3.2	104	33	25	5.0	124	5				
Schiller	122308	33	6.6	1300	41	45	9.0	1245	31	42	8.4	1241	33	16	3.2	1152	72				
Bohicchio	122327	20	4.0	75	24	39	7.8	290	25	39	7.8	119	33	36	7.2	148	4				
Connolly	122309	34	6.8	1297	38	42	8.4	2107	58	44	8.8	1888	38	24	4.8	997	42				
Mamer	122329	17	3.4	77	5	44	8.8	200	15	36	7.2	203	27	31	6.2	245	8				
Fusco	122301	18	3.6	945	50	46	9.2	1244	39	46	9.2	1253	67	28	5.6	931	33				
Reuter	122304	17	3.4	122	36	48	9.6	1292	37	44	8.8	1830	35	26	5.2	851	33				
Plisczak	122321	30	6.0			36	7.2	120	33	15	3.0	9	33	16	3.2	7	0				
Gumbs	122328	19	3.8			36	7.2	36	33	22	4.4	114	36	32	6.4	490	15				
Sowers	122325					21	4.2	120	19												
Zarcone	122326	24	4.8	80	3	42	8.4	120	34	33	6.6	182	54	24	4.8	3	3				
Pfeifer	122320	22	4.4	12	13	39	7.8	31	31	27	5.4	32	32	17	3.4	0	0				
Morris	122323	18	3.6	9	12	39	7.8	35	31	34	6.8	71	2	26	5.2	12	12				
Burgess	122330					34	6.8	498	15	38	7.6	56	35	19	3.8	179	9				
Farr	122324	19	3.8	8	20	44	8.8	67	22	34	6.8	70	2	23	4.6	31	11				
VACANT	122306																				
Lantigua *	122409	16	3.2	121	8	32	6.4	52	22	22	4.4	100	5	32	6.4	200	27				
Gralla	122401	39	7.8	1069	27	59	11.8	1914	32	57	11.4	1232	22	54	10.8	1504	120				
Thompson *	122410					32	6.4	110	33	45	9.0	215	5	30	6.0	124	43				
Lustig	122405	20	4.0	622	31	36	7.2	1250	63	53	10.6	1258	24	31	6.2	1000	41				
Dominguez	122406	4	0.8	475	19	49	9.8	1175	65	57	11.4	2643	46	32	6.4	2210	71				
Cohen	122404																				
Kim *	122407	30	6.0	76	33	36	7.2	191	51	53	10.6	382	7	30	6.0	210	9				
Fabris	122403	13	2.6	806	47	43	8.6	1598	44	54	10.8	1798	33	50	10.0	1872	37				
Cabrera * ML	122412	3	0.7		3	27	5.4	22	11	11	2.2	10	1	17	3.4	10	1				
Roseto	122402	31	6.2	1472	47	27	5.4	1200	47	27	5.4	113	29	38	7.6	100	25				
Lesler * ML	122411	18	3.6	11	11	50	10.0	29	11	35	7.0	20	1	10	2.0	7	1				
Milillo *	122408	31	6.2	210	17	39	7.8	301	59	48	9.6	240	35	29	5.8	170	6				

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# Data Entry Form for Weekly Activity Summary

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Krivoshay	122507	11	2.2	541	49	36	7.2	497	14	34	6.0	543	16	30	6.0	867	29				
Finkelstein *	122509	10	2.0	87	10	30	2.0	236	8	40	2.0	506	13	40	8.0	438	11				
Colclough	122506					37	7.4	1639	44	44	8.9	902	21	38	7.6	931	25				
Lipson	122502	16	3.2	269	15	24	4.8	365	15	38	7.6	593	15	31	6.2	710	23				
Many	122503	37	7.4	800	22	34	6.8	458	13	41	8.0	505	22	25	5.0	740	30				
Soto *	122505					24	4.8	401	17	17	3.4	160	9	49	9.8	455	9				
Gray	122501	16	3.2	932	55	40	8.0	1024	51	37	7.4	2275	6	22	4.4	1001	46				
Acevedo	122508	14	2.8	1077	91	40	8.0	1340	34	46	8.2	1125	21	41	8.2	1019	25				
Hansen	122504	11	2.2	40	13	19	3.8	124	12	34	8.0	446	13	17	3.4	285	17				
Watson *	122510	34	6.8	204	6	57	11.4	214	14	80	16.0	407	5	52	10.4	456	9				
Cobucci *	122607	23	4.6	320	14	34	6.8	604	18	55	11.0	796	14	33	6.6	414	13				
Impellizzeri *	122606	22	4.4	277	10	53	10.6	432	18	29	5.8	173	6								
Hasni	122602	20	4.0	121	64	40	8.0	1907	42	49	9.8	2224	45	36	7.2	2094	58				
Kroll	122604	35	7.0	160	104	47	9.4	1707	36	44	8.2	609	16	43	8.6	1340	21				
VACANT	122603																				
Harrington	122601	24	4.8	200	12	54	10.0	1326	25	50	10.0	867	17	28	5.6	628	22				
Heller *	122609					37	7.4	419	16	22	4.4	909	37	23	4.6	455	20				
Lesniewski *	122605	22	4.4	150	17	30	6.0	306	10	45	9.0	209	6	31	6.2	256	8				
McNish *	122608	46	9.2	347	18	44	8.8	685	15	56	11.2	848	15	35	7.0	575	16				
Kish	122620	30	6.0			32	6.4	72	2	33	6.6	26		16	3.2						
Rasp	122623	49	9.8	74	2																
DeLuccia	122626	35	7.0	1089	31	30	6.0	520	7	27	5.4	349	5	7	1.4	100	17				
Zimmerman	122625	46	9.2	30	13	37	7.4	53	1	32	6.4	78		16	3.2	160	10				
Sorkin	122624	33	6.6	979	30	34	6.8	1103	32	35	7.0	762	22	14	2.8	63	15				
Reyes	122628	7	1.4			35	7.0			35	7.0			27	5.4						
Lawrence	122629	28	5.6			37	7.4			32	6.4			24	4.8						
Silva	122622	27	5.4			28	5.6			30	6.0			19	3.8						
Tancredi	122621	30	6.0			38	7.6			39	7.8			23	4.6						
Baruoco	122627	15	3.0	565	33	29	5.8	783	27	16	3.2			24	4.8	602	25				

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	Weinman *	122911					37	7.4	885	24	39	7.8	487	22	49	9.8	678	14				
	Radtke	122906	33	6.6	1135	34	56	11.2	3553	63	52	10.4	1821	35	53	10.6	1894	36				
	Backer *	122908	25	5.0	311	12	57	11.4	876	15	52	10.4	1004	16	27	5.4	707	26				
	Li	122902		10.4							102	20.4	1672	35	70	14.0	1672	24				
	Fazio	122901	51	10.2	2156	22	64	12.8	3074	28	65	13.0	1613	23	48	9.6	1758	37				
	Cafaro *	122904	30	6.0	437	15	43	8.6	675	16	34	6.8	481	14	43	8.6	153	4				
	Cruz	122910		10.4			49	9.8	2175	24	55	11.0	1887	34	48	9.6	1179	25				
	Perskin	122909	33	6.6	721	22	58	11.6	1633	29	64	12.8	1142	28	43	8.6	626	15				
	Azzara	122905	41	8.2	1272	31	62	12.4	1832	30	41	8.2	1054	26	41	8.2	1416	35				
	Smith *	122903	17	3.4	296	17	34	6.8	466	14	61	12.2	276	15	45	9.0	209	5				
	Ferrick *	122907	19	3.8	47	14	50	10.0	400	18	51	10.2	325	16	31	6.2	96	3				
	Colon *	122912	24	4.8	151	16	43	8.6	387	19	38	7.6	67	12	35	7.0	106	3				
	Abramowitz	122923	37	7.4	60	22	31	6.2	262	18	35	7.0	681	19	25	5.0	43	2				
	Sganga	122926	30	6.0		18	25	5.0			42	8.4			29	5.8						
	Ramkhlawan	122929	37	7.4	602	18	38	7.6	319	14	41	8.2	271	17	29	5.8	179	6				
	Hopkins	122922	26	5.2	16	10	45	9.0			40	8.0	46	11	27	5.4		9				
	Pawar	122921	35	7.0		14	29	5.8			33	6.6			28	5.6						
	Rivera	122928	34	6.8		15	29	5.8			30	6.0			23	4.6						
	Corsini	122925	26	5.2		11	40	8.0			41	8.2			24	4.8						
	Gaddis	122920	29	5.8		12	39	7.8			43	8.6			26	5.2						
	Suarez	122924	17	3.4	57	13	7	1.4			26	5.2	453	17	29	5.8	21	1				
	Onody	122930	33	6.6	151	15	36	7.2	168	14	32	6.4	277	19	21	4.2	95	4				
	VACANT	122927																				

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# Weekly Division Summary

51842 5079

SR

## Sales Representative Weekly Summary

January

Name	HC	January 3				January 10				January 17				January 24				January 31			
		Calls	CPD	Ctns	CSC	Calls	CPD	Ctns	CSC	Calls	CPD	Ctns	CSC	Calls	CPD	Ctns	CSC	Calls	CPD	Ctns	CSC
1221	4	69	3.9	3816	55	111	6.3	5559	50	114	6.3	5439	48	110	6.3	3256	30	160	9.1	4103	25
1222	7	204	6.0	5586	27	302	9.8	8743	29	280	9.1	8045	29	183	6.0	4745	26	314	10.2	8050	26
1223	9	153	3.9	6300	41	356	9.0	12391	35	345	8.7	14324	42	180	4.6	6217	35	307	7.8	11550	36
1224	6	107	4.1	4244	40	214	8.1	10506	49	248	9.4	7734	31	205	7.8	7910	39	89	7.2	6916	37
1225	7	105	3.4	3849	37	230	7.5	6547	28	274	8.9	6779	25	204	6.6	5562	27	245	8.0	5148	21
1226	4	79	4.5	2462	31	141	8.0	4700	33	143	8.2	3790	22	107	6.1	4068	38	25	7.1	3483	28
1229	6	158	6.0	5284	33	289	4.0	12317	43	379	4.4	9096	24	303	11.5	8545	28	230	10.8	11000	39
Region	43	875	4.6	31541	36	1643	8.7	60763	37	1783	9.5	55207	31	1292	6.9	40303	31	1825	8.6	50250	31

TR

## Territory Representative Weekly Summary

January

Name	HC	January 3				January 10				January 17				January 24				January 31			
		Calls	CPD	Ctns	CSC	Calls	CPD	Ctns	CSC	Calls	CPD	Ctns	CSC	Calls	CPD	Ctns	CSC	Calls	CPD	Ctns	CSC
1221	5	80	3.6	735	19	169	7.7	2086	12	228	10.4	2521	11	151	6.9	2302	15	195	8.9	1943	10
1222	2					90	10.3	708	8	94	10.7	501	5	53	6.0	251	15	88	10.0	436	15
1224	4	98	5.6	420	4	216	12.3	704	3	214	12.2	976	5	148	8.4	810	5	180	10.3	626	15
1225	3	44	3.3	291	7	111	8.4	851	8	137	10.4	1073	8	141	10.7	1350	10	128	9.7	973	18
1226	5	113	5.2	1176	10	198	9.0	2432	12	207	9.4	2895	14	122	5.6	1700	14	190	7.6	1366	19
1229	6	115	4.4	1262	11	264	10.0	3684	14	275	10.5	2470	9	230	8.7	1949	18	328	12.3	1347	16
Region	25	450	4.1	3884	29	1048	9.6	10465	10	1155	10.5	10436	9	845	7.7	8362	10	1080	9.9	7391	17

RR

## Retail Representative Weekly Summary

January

Name	HC	January 3				January 10				January 17				January 24				January 31			
		Calls	CPD	Ctns	CSC	Calls	CPD	Ctns	CSC	Calls	CPD	Ctns	CSC	Calls	CPD	Ctns	CSC	Calls	CPD	Ctns	CSC
1222	10	190	4.3	244	1	236	5.4	529	2	222	5.1	547	2	206	4.7	468	2	296	6.8	606	2
1223	11	169	3.5	245	1	412	8.5	1759	4	294	6.1	1470	5	249	5.2	1318	5	408	8.5	1514	4
1226	10	300	6.8	2737	19	300	6.8	2531	8	279	6.4	1215	4	170	3.9	947	6	298	6.8	1714	18
1229	11	304	6.3	949	13	319	6.6	939	13	363	7.5	1728	5	261	5.4	335	1	351	7.3	635	12
Region	42	963	5.2	4175	4	1267	6.9	5758	5	1158	6.3	4960	4	886	4.8	3068	3	1353	7.3	4479	13

# Data Entry Form for Weekly Activity Summary

51842 5080

1997		January 3				January 10				January 17				January 24				January 31			
Name	Terr	Calls	CPD	Ctns	CSC	Calls	CPD	Ctns	CSC	Calls	CPD	Ctns	CSC	Calls	CPD	Ctns	CSC	Calls	CPD	Ctns	CSC
Valderrama	122103																				
Perez *	122108					31	16.2	446	12.1	41	18.2	407	11.1	28	15.6	410	15	47	9.4	582	12
Meeker *	122106	29	15.8	224	11.8	21	14.2	245	11.2	45	19.0	407	11.1	31	16.2	383	13	48	9.6	643	13
Dogali	122101	17	13.4	1358	14.8	31	16.2	1147	14.0	33	16.6	1254	13.8	33	16.6	887	26	40	8.0	1670	40
Martinez *	122105	3	10.6	56	11.9	29	15.8	212	11.0	35	17.0	107	12.4	14	12.8	230	17				
Dabaghian	122102	21	14.2	1076	15.1	49	19.8	2650	16.1	46	19.2	1674	16.1	43	18.6	1512	35	69	13.8	1033	15
Cleerdin	122104	31	16.2	1382	14.5	31	16.2	1810	15.3	35	17.0	1300	13.9	34	16.8	890	25	51	10.2	1394	27
Yale *	122109	15	13.0	187	11.2	38	17.6	583	15.1	54	10.8	700	11.4	40	18.0	144	19	38	7.6	459	12
Reilly *	122107	33	16.0	268	11.8	50	10.0	560	11.0	53	10.6	690	11.3	38	17.6	917	24	62	12.4	258	14
Haynes	122208	18	13.6	766	14.3	44	18.8	1308	13.1	21	14.2	765	13.6	12	12.4	1001	10.2	46	9.2	1094	24
Wendelken *	122202					41	18.2	423	11.0	47	19.4	298	11.6	28	15.6	110	14.2	50	10.0	252	10
King	122209	23	14.6	660	12.9	24	14.8	785	13.3	48	19.6	2219	14.6	29	15.8	890	30	58	11.6	1555	27
O'Neil	122206	19	13.8	292	11.5	42	18.4	608	11.5	37	17.4	829	12.2	29	15.8	508	21	50	10.0	627	13
Shlimoun	122204	36	17.2	630	11.8	45	19.0	720	11.5	50	10.0	1000	11.1	29	15.8	402	14	37	7.4	801	22
Defeo	122205	39	17.8	1030	12.6	47	19.1	907	12.1	43	18.6	884	12.9	25	15.0	103	16	42	8.4	633	15
Cosgrove *	122207					49	19.8	285	11.6	47	19.4	200	11.4	25	15.0	100	15	38	7.6	184	15
Santaniello	122203	42	18.4	1570	13.7	50	10.0	2400	14.0	32	16.4	904	12.5	29	15.8	715	12.7	41	8.2	1000	48
Frosina	122201	27	15.4	638	11.2	50	10.0	1801	13.6	49	19.8	710	11.9	30	18.0	742	25	40	8.0	1445	36
Kantharia	122227	29	15.8	49	11.2	34	16.8	707	11.1	31	16.2	30	11.0	29	15.8			29	5.8	71	10
Torres	122220	15	13.0	80	11.5	35	17.0	261	15.0	31	16.2	907	13.5	21	14.2	100	7	23	4.6		
McGowan	122226	28	15.6	33	11.5					30	16.0	140	11.5	16	13.2	104	17	31	6.2	200	7
Rodriguez	122228	24	14.8	82	11.3	31	16.2	20	11.1					23	11.0			30	6.0		
Hayes	122225	26	15.2			37	17.4	127	13.3	36	17.2	114	11.3	19	15.8	14	11	30	6.0	50	13
DeSapio	122224	29	15.8			39	17.8	79	12.2	26	15.2			19	15.8	72	14	41	8.2	73	12
Kurtz	122223									38	17.6	100	11.4	33	16.6	100	13	38	7.6	51	13
Reidy	122222	9	11.8			24	14.8	20	11.1	17	13.4	22	11.1	24	14.8	10	11	41	8.2	104	13
Lopez	122229	30	16.0			36	17.2			13	12.6			22	14.4			33	6.6		
Piotrowski	122221																				

# Data Entry Form for Weekly Activity Summary

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1997		January 3				January 10				January 17				January 24				January 31			
Name	Terr	Calls	CPD	Ctns	CSC	Calls	CPD	Ctns	CSC	Calls	CPD	Ctns	CSC	Calls	CPD	Ctns	CSC	Calls	CPD	Ctns	CSC
Sorrentino	122302	17	3.4	1079	63	44	8.8	1824	41	44	8.8	2135	49	18	3.6	1143	64	46	9.2	1435	31
O'Hare	122305	18	3.6	381	31	31	10.2	429	38	41	8.2	443	11	28	5.6	422	15	38	7.6	326	9
McCarthy	122307	16	3.2	590	37	46	10.2	1685	37	44	8.8	1871	43	26	5.2	405	16	47	9.4	1123	24
Segelke	122303					34	6.5	1262	37	40	9.0	1233	32	14	2.8	315	23	26	5.2	776	30
Romano	122322					38	7.6	201	30	16	3.2	104	7	25	5.0	124	5	42	8.4	199	5
Schiller	122308	33	6.6	1369	41	45	9.0	1885	31	42	8.4	2341	53	16	3.2	1130	72	26	5.2	1682	65
Bochicchio	122327	20	4.0	75	4	30	7.8	200	15	39	7.8	119	10	36	7.2	145	4	50	10.0	88	2
Connolly	122309	34	6.8	1297	38	42	8.4	2207	53	44	8.8	1688	38	24	4.8	997	42	46	9.2	3260	71
Mamer	122329	17	3.4	77	6	44	8.8	206	15	36	7.2	263	17	31	6.2	245	18	37	7.4	261	7
Fusco	122301	18	3.6	945	53	46	9.2	799	39	46	9.2	3032	67	28	5.6	331	33	44	8.4	2231	52
Reuter	122304	17	3.4	639	38	48	9.6	793	37	44	8.8	1565	36	26	5.2	801	33	34	6.8	607	19
Pliszcak	122321	30	6.0			36	7.2	113	23	15	3.0	5	1	16	3.2	7	10	43	18.0	58	1
Gumbs	122328	19	3.8			36	7.2	36	1	22	4.4	134	6	32	6.4	400	15	58	11.6	669	12
Sowers	122325					21	4.2	190	9												
Zarcone	122326	24	4.8	63	33	42	8.4	162	14	33	6.6	162	15	24	4.8	4	13	41	8.2	60	1
Pfeifer	122320	22	4.4	13	1	39	7.8	31	1	27	5.4	32	11	17	3.4	2	10	48	9.6	16	0
Morris	122323	18	3.6	9	1	39	7.8	35	1	34	6.8	73	23	26	5.2	17	11	48	9.6	85	2
Burgess	122330					34	6.8	498	15	38	7.6	500	13	19	3.8	100	10				
Farr	122324	19	3.8	8	0	44	8.8	67	2	34	6.8	70	22	23	4.6	31	11	41	8.2	66	2
VACANT	122306																				
Lantigua *	122409	16	3.2	121	8	32	6.4	52	2	22	4.4	100	5	32	6.4	200	17	31	6.2	85	3
Gralla	122401	39	7.8	1069	27	59	11.8	1914	32	57	11.4	1262	22	54	10.8	1151	29	26	5.2	670	26
Thompson *	122410					32	6.4	110	3	45	9.0	215	5	30	6.0	124	4	50	10.0	396	8
Lustig	122405	20	4.0	622	31	36	7.2	2250	63	53	10.6	1258	24	31	6.2	1250	41	25	5.0	797	32
Dominguez	122406	4	0.8	475	11	49	9.8	3175	65	57	11.4	2643	46	32	6.4	2260	71	39	7.8	2699	69
Cohen	122404																				
Kim *	122407	30	6.0	76	3	36	7.2	191	5	53	10.6	382	7	30	6.0	259	9	19	3.8	82	4
Fabris	122403	13	2.6	606	34	43	8.6	1898	44	54	10.8	1798	33	50	10.0	1872	37	65	13.0	1705	26
Cabrera * ML	122412	3	0.7			27	5.4	22	1	11	2.2	10	1	17	3.4	19	1	6	1.2	6	1
Roseto	122402	31	6.2	1472	47	27	5.4	1269	47	27	5.4	773	29	38	7.6	968	25	34	6.8	1045	31
Lesler * ML	122411	18	3.6	13	1	50	10.0	28	1	35	7.0	20	11	10	2.0	5	1	31	6.2	32	1
Millio *	122408	31	6.2	210	37	39	7.8	301	8	48	9.6	240	5	29	5.8	170	6	43	8.6	225	5



# Data Entry Form for Weekly Activity Summary

51842 5082

1997		January 3				January 10				January 17				January 24				January 31			
Name	Terr	Calls	CPD	Ctns	CSC	Calls	CPD	Ctns	CSC	Calls	CPD	Ctns	CSC	Calls	CPD	Ctns	CSC	Calls	CPD	Ctns	CSC
Krivoshey	122507	11	2.2	541	149	36	7.2	497	143	34	6.8	543	163	30	6.0	867	292	34	6.5	823	241
Finkelstein *	122509	10	2.0	87	50	30	6.0	236	180	40	8.0	700	119	40	8.0	438	110	40	6.0	320	84
Colclough	122506					37	17.4	1639	443	44	8.8	302	121	38	7.6	931	25	42	8.4	1071	264
Lipson	122502	16	3.2	269	173	24	4.8	365	153	38	7.6	583	155	31	6.2	710	23	24	4.8	363	162
Many	122503	37	7.4	830	322	54	6.8	458	133	41	8.2	360	122	25	5.0	748	30	33	6.6	1005	337
Soto *	122505					24	4.8	401	117	17	6.2	160	119	49	8.8	450	19	21	4.2	201	111
Gray	122501	16	3.2	892	300	40	8.0	2024	551	37	7.4	1275	361	22	4.4	1001	46	46	3.2	376	211
Acevedo	122508	14	2.8	1277	391	40	8.0	1340	343	46	8.2	1125	324	41	8.2	1010	25	37	7.4	100	18
Hansen	122504	11	2.2	40	143	19	3.8	224	120	34	6.8	446	113	17	3.4	100	17	29	5.8	215	77
Watson *	122510	34	6.8	204	163	57	10.4	214	124	80	16.0	407	145	52	10.4	450	193	67	13.4	422	161
Cobucci *	122607	23	4.6	329	149	34	6.2	604	180	55	11.0	796	174	33	6.0	414	13	38	7.6	94	24
Impellizzeri *	122606	22	4.4	350	161	53	10.6	438	188	29	5.8	173	15					36	7.2	74	21
Hasni	122602	20	4.0	1271	364	40	8.0	1667	42	49	9.8	2224	45	36	7.2	2034	58	33	6.6	1010	31
Kroll	122604	35	7.0	909	263	47	9.4	1707	36	44	8.8	699	176	43	8.6	1040	101	44	8.8	1000	38
VACANT	122603																				
Harrington	122601	24	4.8	282	123	54	10.8	1326	225	50	10.0	867	172	28	5.8	608	22	48	9.0	700	174
Heller *	122609					37	7.4	419	111	22	4.4	809	373	23	4.6	455	20	5	1.0		
Lesniewski *	122605	22	4.4	150	73	30	6.0	306	100	45	9.0	269	16	31	8.2	150	82	40	8.0	100	13
McNish *	122608	46	9.0	347	133	44	8.8	665	145	56	12.2	848	16	35	7.0	505	16	47	3.4	100	8
Kish	122620	30	6.0			32	6.4	72	22	33	6.6	26		16	3.2			28	5.6		
Rasp	122623	49	9.8	74	22																
DeLuccia	122626	35	7.0	1089	311	30	6.0	520	173	27	5.4	349	13	7	1.4	122	17	30	6.0	152	8
Zimmerman	122625	46	9.2	30	114	37	7.4	53	11	32	6.4	78	22	16	3.2	100	10	36	7.2		
Sorkin	122624	33	6.6	979	300	34	6.8	1103	32	35	7.0	762	22	14	2.8	60	15	38	7.6	144	144
Reyes	122628	7	1.4			35	7.0			35	7.0			27	5.4			33	6.6		
Lawrence	122629	28	5.6			37	7.4			32	6.4			24	4.8			37	7.4		
Silva	122622	27	5.4			28	5.6			30	6.0			19	3.8			39	7.8		
Tancredi	122621	30	6.0			38	7.6			39	7.8			23	4.6			28	5.6		
Barrueco	122627	15	3.0	565	168	29	5.8	783	273	16	3.2			24	4.8	60	25	29	5.8	1318	45

# Data Entry Form for Weekly Activity Summary

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1997		January 3				January 10				January 17				January 24				January 31			
Name	Terr	Calls	CPD	Ctns	CSC	Calls	CPD	Ctns	CSC	Calls	CPD	Ctns	CSC	Calls	CPD	Ctns	CSC	Calls	CPD	Ctns	CSC
Weinman *	122911					37	7.4	885	24	39	7.6	487	12	49	9.8	678	14	34	6.8	488	14
Radtke	122906	33	6.6	1135	33	56	11.2	3553	63	52	10.4	1321	33	53	10.6	1894	36	51	10.2	2077	41
Backer *	122908	25	5.0	311	25	57	11.4	876	15	52	10.4	634	16	27	5.4	707	26	67	13.4	306	5
Li	122902									102	20.4	1579	15	70	14.0	1872	34	87	17.4	406	47
Fazio	122901	51	10.2	2156	51	64	12.8	3074	48	65	13.0	1613	25	48	9.6	1756	37	59	11.8	1974	33
Cafaro *	122904	30	6.0	437	30	43	8.6	675	16	34	6.8	481	14	43	8.6	103	4	39	7.8	343	6
Cruz	122910					49	9.8	2175	24	55	11.0	1887	34	48	9.6	1170	25	38	7.6	142	33
Perskin	122909	33	6.6	721	33	58	11.6	1683	29	64	12.8	1142	18	43	8.6	606	15	17	3.4	466	27
Azzara	122905	41	8.2	1272	41	62	12.4	1832	30	41	8.2	1054	26	41	8.2	1416	35	33	6.6	1036	20
Smith *	122903	17	3.4	296	17	34	6.8	466	14	61	12.2	276	5	45	9.0	706	16	63	12.6	310	16
Ferrick *	122907	19	3.8	67	19	50	10.0	400	8	51	10.2	325	6	31	6.2	66	3	41	8.2	366	19
Colon *	122912	24	4.8	151	24	43	8.6	382	9	38	7.6	67	2	35	7.0	106	3	79	15.8	121	27
Abramowitz	122923	37	7.4	62	37	31	6.2	262	18	35	7.0	681	19	25	5.0	43	2	37	7.4	119	33
Sganga	122926	30	6.0			25	5.0			42	8.4			29	5.8			31	6.2	21	10
Ramkhlawan	122929	37	7.4	663	37	38	7.6	519	14	41	8.2	271	5	29	5.8	100	6	36	7.2	400	11
Hopkins	122922	26	5.2	16	26	45	9.0			40	8.0	46	13	27	5.4			32	6.6	12	0
Pawar	122921	35	7.0			29	5.8			33	6.6			28	5.6			32	6.4		
Rivera	122928	34	6.8			29	5.8			30	6.0			23	4.6			42	8.4		
Corsini	122925	26	5.2			40	8.0			41	8.2			24	4.8			32	6.4		
Gaddis	122920	29	5.8			39	7.8			43	8.6			26	5.2			31	6.2		
Suarez	122924	17	3.4	57	17	7	1.4			26	5.2	453	17	29	5.8	21	1	47	9.4	67	1
Onody	122930	33	6.6	151	33	36	7.2	156	14	32	6.4	277	9	21	4.2	85	4	31	6.2	9	0
VACANT	122927																				

# Monthly / Quarterly Division Summary

51842 5084

SR

1997

## Sales Representative Monthly / Quarterly Summary

Name	January										February						March					
	5 Calls	Ave CPD	Auth HC	Ctns	Ave CSC	Mo Cov	Mo Calls	Doors Cont	Tot Retail	No Cont.	4 Calls	Ave CPD	Ave CSC	Mo Cov	Mo Calls	Doors Cont	4 Calls	Ave CPD	Ave CSC	Mo Cov	Mo Calls	Doors Cont
1221	565	6.4	4	22193	39	95.6%	508	545	594	49												
1222	1302	8.5	7	35462	27	98.4%	923	944	1818	874												
1223	1341	6.8	9	50582	38	96.7%	881	930	2541	1611												
1224	963	7.3	6	37310	39	87.6%	754	662	1094	432												
1225	1096	7.1	7	29151	27	99.3%	762	791	2385	1594												
1226	595	6.8	4	18503	31	99.3%	512	502	619	117												
1229	1424	10.8	6	46676	33	91.7%	810	813	818	5												
Region	7286	7.7	43	239877	33	95.0%	5150	5187	9869	4682												

TR

## Territory Representative Monthly / Quarterly Summary

Name	January										February						March					
	Calls	Ave CPD	Auth HC	Ctns	Ave CSC	Mo Cov	Mo Calls	Doors Cont	Tot Retail	No Cont.	Calls	Ave CPD	Ave CSC	Mo Cov	Mo Calls	Doors Cont	Calls	Ave CPD	Ave CSC	Mo Cov	Mo Calls	Doors Cont
1221	823	7.5	5	9087	12	95.6%	395	559	1828	1269												
1222	325	7.4	2	1396	6	98.4%	75	267	916	649												
1224	878	10.0	4	3968	4	87.6%	288	563	1733	1170												
1225	583	8.9	3	4635	8	99.3%	53	558	1351	793												
1226	823	7.5	5	9649	12	99.3%	283	651	1907	1256												
1229	1229	9.3	6	11308	9	91.7%	522	1040	3510	2470												
Region	4661	8.5	25	140943	9	95.0%	1616	3638	11245	7607												

RR

## Retail Representative Monthly / Quarterly Summary

Name	January										February						March					
	Calls	Ave CPD	Auth HC	Ctns	Ave CSC	Mo Cov	Mo Calls	Doors Cont	Tot Retail	No Cont.	Calls	Ave CPD	Ave CSC	Mo Cov	Mo Calls	Doors Cont	Calls	Ave CPD	Ave CSC	Mo Cov	Mo Calls	Doors Cont
1222	1259	5.7	10	2540	2	85.4%	1129	1082	1324	242												
1223	1538	6.4	11	6410	4		1165	1367	1544	177												
1226	1333	6.1	10	10334	8		830	1080	1094	14												
1229	1606	6.7	11	4276	3		1376	1460	1614	154												
Region	5736	6.2	42	23560	4	92.8%	4500	4989	5576	587												

## Data Entry Form for Monthly / Quarterly Summary

1997		January									February								
Name	Terr	5 Calls	CPD	Ctns	CSC	Mo Cov	Mo Calls	Doors Cont	Tot Ret	No Cont.	4 Calls	CPD	Ctns	CSC	Mo Cov	Mo Calls	Doors Cont	Tot Ret	No Cont.
Valderrama	122103					95%	128	135	146	11									
Perez *	122108	147	6.7	1909	113	100%	61	93	355	272									
Meeker *	122106	174	7.9	1987	111	100%	91	122	360	238									
Dogali	122101	154	7.0	6392	142	100%	119	135	138	3									
Dabaghian	122102	228	10.4	8933	139	99%	135	153	165	12									
Martinez *	122105	81	3.7	585	98	78%	82	85	429	344									
Cleerdin	122104	183	8.3	6553	138	90%	126	122	145	23									
Yale *	122109	185	8.4	1909	112	100%	76	113	352	239									
Reilly *	122107	236	10.8	2734	111	100%	85	155	332	176									
1221 Sales	122148					96%													
Haynes	122208	141	6.4	5214	137	100%	134	132	328	194									
Wendelken *	122202	166	7.6	1389	137	100%	39	136	431	295									
King	122209	182	8.3	6076	136	90%	126	177	351	234									
O'Neil	122206	177	8.0	2709	115	100%	130	140	294	154									
Shlimoun	122204	197	9.0	4086	121	99%	141	142	182	40									
Defeo	122205	196	8.9	3757	110	100%	128	149	372	223									
Cosgrove *	122207	159	7.3	627	105	100%	36	131	485	354									
Santaniello	122203	213	9.7	7770	107	99%	135	133	152	19									
Frosina	122201	196	8.9	5560	128	100%	129	129	139	10									
Kantharia	122227	152	6.9	127	115	100%	116	116	121	3									
Torres	122220	127	5.8	623	105	100%	70	94	97	3									
McGowan	122226	105	4.8	430	105	76%	112	102	132	30									
Rodriguez	122228	118	5.1	132	111	86%	130	116	135	19									
Hayes	122225	148	6.8	388	122	100%	117	132	133	1									
DeSapio	122224	154	7.0	245	122	100%	94	124	142	18									
Kurtz	122223	158	7.2	420	103	100%	123	128	133	5									
Reidy	122222	146	6.5	130	117	92%	116	125	149	24									
Lopez	122229	151	6.9			100%	140	142	142										
Piotrowski	122221					1%	111	141	140	139									
1222 Sales	122248					98%													
1222 Retail	122249					85%													

# Data Entry Form for Monthly / Quarterly Summary

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1997		January										February							
Name	Terr	5 Calls	CPD	Ctns	CSC	Mo Cov	Mo Calls	Doors Cont	Tot Ret	No Cont.	4 Calls	CPD	Ctns	CSC	Mo Cov	Mo Calls	Doors Cont	Tot Ret	No Cont.
Sorrentino	122302	169	7.7	7616	145	100%	99	119	365	246									
O'Hare	122305	176	8.0	2001	111	100%	124	124	124										
McCarthy	122307	179	8.2	1495	131	100%	99	108	390	282									
Segelke	122303	114	5.2	3654	132	100%	86	105	321	226									
Romano	122322	121	5.5	648	152	100%	96	99	131	32									
Schiller	122308	162	7.4	7629	143	100%	96	97	365	268									
Bohicchio	122327	184	8.4	870	134	100%	129	172	172										
Connolly	122309	190	8.7	1447	150	99%	95	98	250	152									
Marnier	122329	165	7.5	1083	135	100%	133	159	161	2									
Fusco	122301	182	8.3	1020	150	100%	96	96	250	154									
Reuter	122304	169	7.7	5009	133	100%	99	104	214	110									
Plisczak	122321	147	6.6	128	122	85%	99	104	122	18									
Gumbs	122328	166	7.6	1899	137	100%	125	152	175	23									
Sowers	122325	21	1.0	190	197	96%	120	122	155	33									
Zarcone	122326	164	7.5	121	133	100%	82	121	127	6									
Pfeifer	122320	153	7.0	14	110	100%	92	110	144	25									
Morris	122323	165	7.5	232	111	100%	99	116	126	10									
Burgess	122330	91	4.2	1183	113	82%	98	105	117	22									
Farr	122324	161	7.3	141	152	100%	92	108	114	6									
1223 Sales	122348					100%													
1223 Retail	122349					97%													
VACANT	122306					100%	87	109	262	173									
Lantigua *	122409	133	6.1	590	147	100%	57	122	439	357									
Gralla	122401	235	10.7	1466	128	100%	139	154	206	52									
Thompson *	122410	157	7.2	1355	135	100%	59	141	385	244									
Lustig	122405	165	7.5	6186	137	100%	116	123	208	85									
Dominguez	122406	181	8.3	11252	162	100%	127	130	163	33									
Cohen	122404				15	14%	145	124	226	202									
Kim *	122407	190	8.7	1122	136	97%	87	156	501	345									
Fabris	122403	225	10.3	7879	135	99%	127	128	161	33									
Cabrera * ML	122412	64	2.9	57	111		1		1	1									
Roseto	122402	157	7.2	5527	135	100%	100	103	130	27									
Lesler * ML	122411	144	6.6	13	113		1		1	1									
Millio *	122408	190	8.7	1146	136	100%	83	184	406	222									
1224 Sales	122448					88%													

# Data Entry Form for Monthly / Quarterly Summary

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1997		January										February									
Name	Terr	5 Calls	CPD	Ctns	CSC	Mo Cov	Mo Calls	Doors Cont	Tot Ret	No Cont.	4 Calls	CPD	Ctns	CSC	Mo Cov	Mo Calls	Doors Cont	Tot Ret	No Cont.		
Krivoshay	122507	145	6.6	3271	3.23	100%	117	3125	498	373											
Finkelstein *	122509	160	7.3	1567	4.10	100%	40	3147	385	238											
Colclough	122506	161	7.3	4540	3.25	100%	126	3127	148	21											
Lipson	122502	139	6.3	2399	3.17	100%	103	3106	237	131											
Many	122503	170	7.8	4016	3.24	100%	112	3122	336	214											
Soto *	122505	133	6.1	1345	3.10	100%	4	3112	395	283											
Gray	122501	171	7.8	1342	3.46	100%	103	3104	330	226											
Acevedo	122508	178	8.1	5366	3.30	100%	100	3107	241	134											
Hansen	122504	132	6.0	1415	3.12	95%	101	3100	595	495											
Watson *	122510	290	13.2	1703	3.16	100%	9	3139	571	272											
1225 Sales	122548					99%															
Cobucci *	122607	183	8.3	2337	3.42	100%	44	3157	380	223											
Impellizzeri *	122606	140	6.4	1706	3.12	100%	52	3128	409	281											
Hasni	122602	178	8.1	3000	3.40	100%	135	3156	156												
Kroll	122604	213	9.7	1041	3.30	100%	124	3153	155	2											
Harrington	122601	204	9.3	3039	3.19	100%	119	3100	154	4											
Heller *	122609	104	4.7	1703	3.17	49%	49	3133	382	329											
Lesniewski *	122605	168	7.7	1120	3.73	97%	76	3133	298	165											
McNish *	122608	228	10.4	2821	3.12	100%	62	3180	438	258											
Kish	122620	139	6.3	90	3.15	100%	101	3111	111												
Rasp	122623	19	0.9	74	3.4	99%	108	3119	120	1											
DeLuccia	122626	143	6.5	2083	3.13	100%	57	3102	104	2											
Zimmerman	122625	167	7.6	371	3.30	100%	55	3140	84												
Sorkin	122624	155	7.1	3051	3.20	100%	50	3136	86												
Reyes	122628	137	6.2		3.30	98%	111	3119	121	2											
Lawrence	122629	158	7.2		3.30	100%	102	3116	116												
Silva	122622	143	6.5		3.30	100%	80	3116	118												
Tancredi	122621	158	7.2		3.30	100%	108	3121	122	1											
Barrueco	122627	114	5.2	415	3.36	97%	58	3104	112	8											
1226 Sales	122648					84%															
1226 Retail	122649					99%															

# Data Entry Form for Monthly / Quarterly Summary

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1997		January										February									
Name	Terr	5 Calls	CPD	Ctns	CSC	Mo Cov	Mo Calls	Doors Cont	Tot Ret	No Cont.	4 Calls	CPD	Ctns	CSC	Mo Cov	Mo Calls	Doors Cont	Tot Ret	No Cont.		
Weinman *	122911	159	7.3	2538	100%	94%	134	133	470	327											
Radtke	122906	245	11.2	10475	100%	100%	133	135	138	3											
Backer *	122908	228	10.4	3036	100%	100%	115	178	596	418											
Li	122902	259	11.8	7311	100%	99%	140	139	140	1											
Fazio	122901	297	13.5	11009	100%	100%	130	130	130												
Cafaro *	122904	189	8.6	1359	100%	95%	84	149	805	656											
Cruz	122910	190	8.7	6654	100%	100%	135	135	136	1											
Perskin	122909	215	9.6	4630	100%	100%	139	140	140												
Azzara	122905	218	9.9	6579	100%	100%	133	134	134												
Smith *	122903	220	10.0	1577	100%	100%	57	191	608	417											
Ferrick *	122907	192	9.0	1244	100%	98%	63	147	386	239											
Colon *	122912	241	11.0	924	100%	100%	69	232	645	413											
Abramowitz	122923	165	7.5	1167	100%	100%	125	149	185	36											
Sganga	122926	157	7.2	9	100%	100%	142	145	156	11											
Ramkhlawan	122929	181	8.3	2013	100%	100%	125	142	180	38											
Hopkins	122922	170	7.8	61	100%	100%	131	139	142	3											
Rivera	122928	166	7.6		99%	99%	134	141	145	4											
Pawar	122921	157	7.2		95%	95%	126	139	169	30											
Onody	122930	153	7.0	680	100%	100%	116	121	123	2											
Corsini	122925	163	7.4		99%	99%	126	127	131	4											
Gaddis	122920	168	7.7		100%	100%	121	124	132	8											
Suarez	122924	126	5.7	253	100%	100%	125	140	146	18											
1229 Sales	122990					99%															
1229 Retail	122991					92%															
1200 Sales	120000					95%															
1200 Retail	120000					93%															